

PROFILE CONSULTANT / TRAINER

Christiaan Lorenzen

Trainer, Consultant and Coach
Network partner of CONTUR GmbH

Year of birth: 1959

Nationality: Canadian/German



Key activities

- Strategy consulting for sales; training and coaching for sales personnel in wholesale, retail, services and industry; field coaching
- Speech and presentation planning and training; business speaking
- Negotiation consulting, coaching, training, ghost negotiating
- Training and consulting for all levels of leadership / management, role coaching, leadership and role analysis, leadership in international environments, leading virtual teams
- Facilitation of strategy and change workshops, coaching of change initiatives, change controlling

Employment history

- Freelance trainer, coach and consultant
- Partner / General Manager, WIN2 Project Management GmbH
- General Manager, K+B Textiles Canada
- Export Manager, Union CNC Machine Tools
- Logistics Manager, Ford New Holland
- Studies of Protestant Theology, Youth Minister
- Industrial Clerk
- Commercial Expert for Export and Offshore Operations

Certificates

- Systemic (systems thinking) Organizational Consulting, Prof. König, WIBK
- Sales Trainer, INtem

References

- Design and facilitation of change workshops, e.g. sales, innovation and quality strategies, process optimization
- Design and implementation of educational and training measures including field coaching for customer service, sales, negotiation, leadership behaviour and cultural change, e.g. employee dialogues, team leadership, team motivation
- Coaching for all levels of management and all functions

Level of hierarchy	<input checked="" type="checkbox"/> Top-Management <input checked="" type="checkbox"/> Middle-Management <input checked="" type="checkbox"/> Project Manager <input checked="" type="checkbox"/> Junior High Potentials <input checked="" type="checkbox"/> Shop Floor Employees
Working languages	<ul style="list-style-type: none">▪ German▪ English
Experience	<input checked="" type="checkbox"/> Germany <input checked="" type="checkbox"/> International: Estonia, Latvia, Lithuania, Slovakia, Austria, Switzerland, France, Spain, Belgium, Netherlands, England, Ireland, Paraguay, Mexico, USA